

# INDIVIOR'S INTRANASAL NALOXONE

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Global Therapy Leader





By fully understanding the challenges that

**INDIVIDUAL**

patients face, we aim to transform addiction from a global human crisis to a recognized and treated disease around the world, empowering patients to

**ENDEAVOR**

to take the first step towards changing their lives >

# Our Passion Drives Our Success

**Stock listing:** LON: INDV.L

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**Headquarters:** Richmond, Virginia, United States

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**Employees:** 700+

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**Regions:** North America; Europe, Middle East & Africa (“EMEA”);  
Australasia; and Greater China

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**Portfolio:** SUBOXONE® (buprenorphine/naloxone) Sublingual Film (CIII)  
SUBOXONE® (buprenorphine/naloxone) Sublingual Tablets (CIII)  
SUBUTEX® (buprenorphine HCl) Sublingual Tablets (CIII)

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**Suboxone  
Patients  
Treated:** **>5 Million**



## **SUBOXONE® Film**

Orange-colored, rectangular film  
with white printed logo



## **SUBOXONE® Tablets**

Orange-colored, hexagonal tablet  
available in a 30-count bottle



## **SUBUTEX® Tablets**

White tablets

# A Growing Epidemic

**260 M** opioid prescriptions for **50 M** Americans

**25 K** overdose deaths in US in 2013

**69 K** fatal overdoses worldwide

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**Naloxone is effective in reversing opioid overdose, but...**

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**Not readily available  
outside of hospitals and EMS settings**

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*What if there was an alternative available that could be accessed by non-healthcare professionals, anywhere at anytime?*



## Key Product Attributes

- Device / Drug Combo
- Needle free
- Ready to use
- Compact / Portable



Accessible to  
everyone

**NDA Submitted May 2015**

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**INDIVIOR MISSION:** All patients around the world will have access to high quality treatment services for the chronic relapsing conditions of addiction

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## **INDIVIOR**

**Goal:**

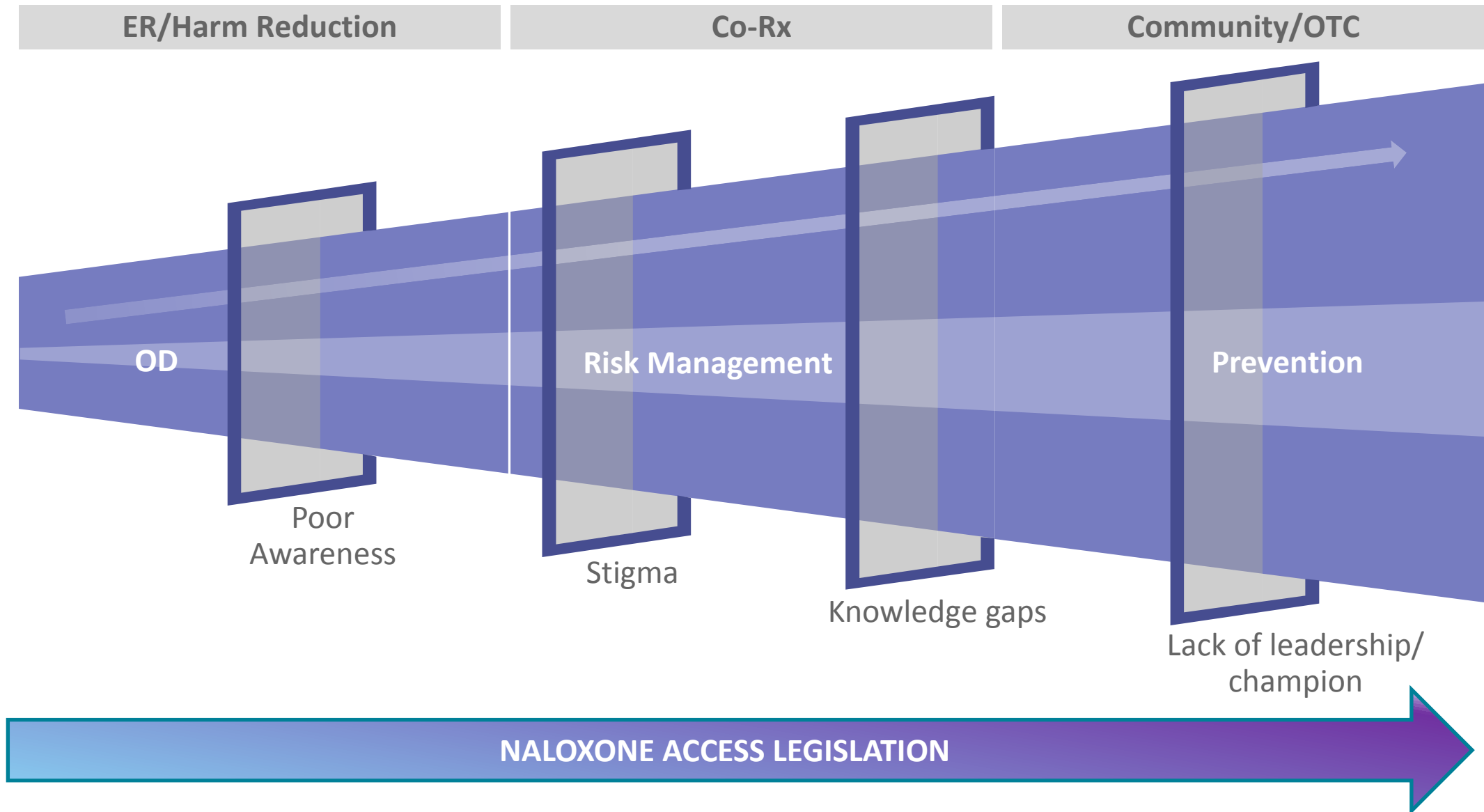
Work with communities to cut annual opioid overdose deaths by 50%

## **PRODUCT**

**Vision:**

Everyone understands the risks of overdose and embraces their community responsibility and personal role in potentially saving a life from opioid overdose

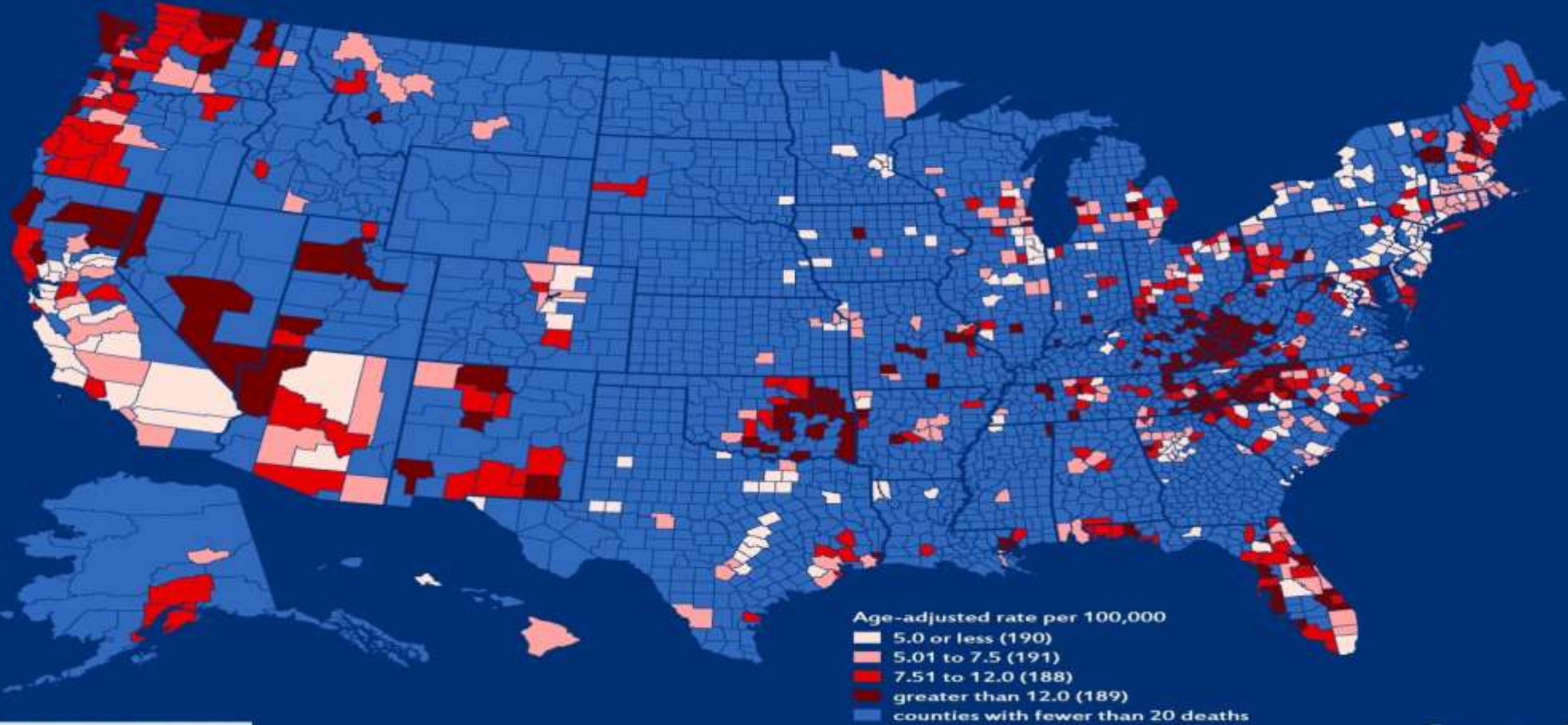
# The path to eliminating opioid overdose deaths





# Where are the overdoses in the US?

## DRUG POISONING DEATHS INVOLVING HEROIN AND OTHER OPIOID DRUGS, BY COUNTY, 2006-2010



#DrugPolicyReform

Source: CDC



# County Segmentation

US has ~3 K counties but 251 Counties account for 2/3 of all overdoses<sup>1</sup>

## Suburban / Middle Class

- *Examples: Worcester, MA, Montgomery, PA and New Haven, CT*
- *Overdose largely driven by opioids but heroin on the rise*

## Rural / Poor

- *Examples: Bell County, KY, Rio Arriba, NM and Cabell, WV*
- *Overdose largely driven by prescription Rx*
- *High Medicaid population*

- *Examples: Seattle, Albuquerque and Las Vegas*
- *Mix of Heroin and Opioid Rx*
- *Often younger victims*

## Urban / Middle Class

- *Examples: Baltimore, Cleveland and Detroit*
- *Heroin responsible for a large proportion of overdoses*
- *Overdose in public bathrooms, abandoned houses, etc.*

## Urban / Poor

1: CDC Opioid Overdose Data by County

# Indivior will work with communities to reduce opioid overdose death rates by

Working with the top **250** counties for opioid overdose (rate + absolute number)

Train and mobilize **~500** community champions

Community champions train at least **500** local advocates

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**250K** trained advocates across **250** communities

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Together, we **CAN** reduce opioid overdose death rates by **50%**